

Selling To The Commonwealth: Strategies For Success



Small Business Procurement Workshop Tuesday, June 6, 2006

Registration 8:30 am to 9:00 am

Workshop 9:00 am to Noon

Virginia Highlands Small Business Incubator – Abingdon, Virginia
851 French Moore, Jr. Blvd, Abingdon, Virginia 24210

There is no fee but registrations (next page) are to be submitted to:

Sue Wagner, Virginia Highlands SBDC,

851 French Moore, Jr. Blvd. Abingdon, Virginia 24210

Phone: (276) 492-2066 | Fax: (276) 698-3090 | E-mail: swagner@vhcc.edu

Representatives from the Commonwealth of Virginia will discuss the state's initiative to increase access to state contracting for **small, women-owned** or **minority-owned** businesses. Topics include state certification and use of eVA, Virginia's electronic government purchasing system.

This is your opportunity to:

Get business assistance with state certification and eVA.

Hear what products and services buyers are seeking.

Introduce your business, products, services to buyers.

Meet state government buyers face to face.

For questions, contact Sue Wagner at (276) 492-2066 or
the Procurement Technical Assistance Center (PTAC) at (276) 964-7334.



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A G E N D A

Small Business Procurement Workshop Abingdon, Virginia Tuesday, June 6, 2006

- 8:30 AM REGISTRATION**
- 9:00 WELCOME AND OPENING REMARKS:**
Dr. David Wilkin, President
Virginia Highlands Community College
- 9:20-10:15 STATE CERTIFICATION & THE SWAM INITIATIVE:**
Michael Russell, Engineering Manager
Virginia Department of Minority Business Enterprise
- 10:15-10:30 NETWORKING & COFFEE BREAK**
- 10:30-11:15 MAXIMIZING SUPPLIER SUCCESS WITH eVA:**
Deborah Hudson, Procurement Assistance Program Manager
Virginia Department of Business Assistance
- 11:15-11:30 INTRODUCTION OF EXHIBITING STATE AGENCIES**
- 11:30-NOON ADJOURNMENT TO EXHIBITS -- NETWORKING
SUPPLIER/BUYER EXCHANGE & ASSISTANCE FAIR**
- ▶ State buyers on exhibit with information about their agency's purchasing needs
 - ▶ Suppliers visit exhibitors and share capabilities
 - ▶ Department of Minority Business Enterprise exhibit for questions on SWAM certification
 - ▶ Department of Business Assistance exhibiting and available for supplier support and guidance on eVA sales and marketing strategies



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Registration is FREE.

Registration Deadline: June 2, 2006

WORKSHOP LOCATION:

Virginia Highlands Small Incubator, Training Room
851 French Moore, Jr. Blvd., Abingdon, Virginia 24210

REGISTRATION: 8:30 TO 9:00 AM | WORKSHOP: 9:00 AM TO 12:00 Noon

REGISTRATION:

_____ NAME			_____ TITLE		
_____ BUSINESS/ORGANIZATION					
_____ ADDRESS					
_____ CITY		_____ STATE		_____ ZIP	
_____ TELEPHONE			_____ E-MAIL		
_____ SPECIAL NEEDS/ACCOMMODATIONS					

_____ BUSINESS TYPE: SMALL _____ WOMAN-OWNED _____ MINORITY-OWNED _____					

FAX OR EMAIL REGISTRATION FORM TO:

Sue Wagner
FAX: (276) 698-3090
EMAIL: swagner@vhcc.edu
Other Information Contact: PTAC - (276) 964-7334

